

# GO GLOBAL

*Increase Your International Sales*

## *Did You Know...?*

Over 95% of consumers are outside of the U.S.

With so many foreign buyers available, now is the time to start exporting!

## *Who Should Attend?*

Companies and individuals new to exporting or looking to expand their exporting efforts, including:

- **Manufacturers**
- **Suppliers**
- **Consultants**



## *Expand Your Global Market*

Developed by the U.S. Census Bureau and Small Business Administration (SBA) with the assistance of the Association of Small Business Development Centers (ASBDC), this comprehensive seminar provides the roadmap for exporting success. ***We can assist your company whether you are new to exporting or an experienced exporter looking to increase your International Markets.***

Created for small to medium-sized businesses, **Go Global** is designed to help businesses overcome the information barriers to exporting and remove the perception that exporting is reserved only for large enterprises. Through this seminar, U.S. businesses will discover resources and opportunities to delve deeper into the global market while remaining competitive in a constantly shifting landscape.

### Topics include:

- Understanding the trade statistics and useful tools from the Foreign Trade Division of the U.S. Census Bureau
- Discovering new and existing markets for your product
- Correctly classifying your product
- Complying with the official Foreign Trade Regulations (FTR)
- Filing export transactions using the Automated Export System (AES)
- Learning how a Freight Forwarder benefits your exporting efforts
- Designing and developing an export business plan
- Utilizing state and local export promotion resources
- Obtaining financing through national export programs

**Seminar Date: Wednesday— June 27, 2012**

**CHICAGO AREA**

**Address:** College of DuPage  
SRC 2800  
425 Fawell Boulevard  
Glen Ellyn, IL 60137

**Time:** 8:00 AM – 11:45 PM

**Cost:** \$99.00 per person  
\$75.00 Per person if registered by 6/15/12

**[Register](#)**